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MARKETING INFORMATION FROM USDA

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CURRENT SERIAL RECORDS

Major U.S. Department of Agriculture activities concerning marketing are centered in two agencies: Agricultural Marketing Service and Federal Grain Inspection Service.

These agencies administer programs to assist in the orderly marketing and distribution of food and farm products. The programs of AMS and FGIS directly affect producers, processors, and wholesalers and indirectly affect retailers and consumers.

AMS programs include marketing agreements and orders, seed law enforcement and other regulatory activities, commodity standardization and grading, market news, research and promotion, and transportation services.

AMS through its packers and stockyards program also administers the Packers and Stockyards Act, a fair trade practices law that requires open and competitive marketing of livestock, poultry and meat.

FGIS activities include grain inspection and weighing, and the setting of standards for grains and related commodities such as dry beans and lentils.

Publications are regularly issued to acquaint the public with the services of these agencies. Publications in this list that are of particular interest to consumer leaders or educators are indicated by an asterisk (*).

Publications are free, as long as the supply lasts, unless a price is given. Unless otherwise indicated, direct requests to:

Information Division
Room 3620-So.
AMS—USDA
Washington, D.C. 20250

Requests for publications—and for loan of exhibits—also may be directed to the AMS Regional Information Office covering your State:

REGIONAL INFORMATION OFFICES

SOUTHEAST: Ala., Fla., Ga., Ky., Miss., N.C., S.C., Tenn., Va., Puerto Rico, U.S. Virgin Islands.

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630 Sansome St., Room 702
San Francisco, CA 94111
Phone: (415) 556-6464

AGRICULTURAL MARKETING SERVICE
AMS-574

U.S. DEPARTMENT OF AGRICULTURE
May 1978

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GENERAL PUBLICATIONS

AH-365. MAJOR STATISTICAL SERIES OF THE U.S. DEPARTMENT OF AGRICULTURE—HOW THEY ARE CONSTRUCTED AND USED. VOLUME 10. MARKET NEWS. This volume of an agricultural statistics handbook covers the scope, purpose, concept, measurement, misuse, limitations, and history of Federal-State market news reporting. Chapters give detailed information about market reports for various agricultural commodities. 1972.

AH-421. COMPILATION OF AGRICULTURAL MARKETING AGREEMENT ACT OF 1937. A compilation of the law relating to marketing agreements and orders, which currently cover milk, fruits, vegetables, and related specialty crops. Includes explanatory notes on the legislative history and amendments to the Act. 1971.

AH-492. COMPILATION OF STATUTES RELATING TO THE AGRICULTURAL MARKETING SERVICE AND CLOSELY RELATED ACTIVITIES. A compilation of laws authorizing programs administered by AMS. 1975.

AMS-551. FEDERAL-STATE MARKET NEWS REPORTS—A DIRECTORY OF SERVICES AVAILABLE. A list, by commodity and State, of market news offices which provide information on supply, demand, and prices that are important to the marketing industry. 1975.

AMS-561. FACTS ABOUT: RESEARCH AND PROMOTION PROGRAMS FOR FARM PRODUCTS. Supplies information on the legislative authority, administration, and activities of research and promotion programs for cotton, wheat, potatoes, wool, lamb, mohair, and eggs. 1976.

AMS-566. GLOSSARY OF TERMS USED IN FEDERAL-STATE MARKET NEWS REPORTS. Gives terms and definitions used in USDA and Federal-State market news reports. 1975.

AMS-567. FACTS ABOUT: FOOD MARKETING ALERT. Gives information about this periodic bulletin for volume food buyers and communication media, who uses it, and how it helps. Includes a subscription form. 1976.

AMS-572. FACTS ABOUT: INSTANT MARKET NEWS. Offers background information on market news and provides dial-a-market telephone numbers for instant Federal-State market news. 1977.

PA-947. CAN A MARKETING ORDER HELP? Explains what a marketing order is, what it does, who administers it, and how it is developed. 1974.

MB-40. FEDERAL-STATE MARKET NEWS SERVICE. General leaflet describing the service. Lists commodities covered and type of information provided. 1977.

PA-1005. FARMERS' RIGHTS UNDER THE AGRICULTURAL FAIR PRACTICES ACT. General information about the Act, which protects farmers' rights to organize and join cooperatives. 1972.

COTTON PUBLICATIONS

C&MS-82. COTTON TESTING SERVICE—TESTS AVAILABLE, EQUIPMENT AND TECHNIQUES, BASIS FOR INTERPRETING REPORTS. Describes various cotton fiber and manufacturing tests available on a fee basis under the Cotton Testing Service Act. 1970.

MB-37. THE STORY OF COTTON. Gives history and other general information on producing, marketing, and manufacturing of cotton (with pictures). 1973. *

MB-41. THE MARKET NEWS SERVICE ON COTTON. Describes market information available to producers, buyers, and others to aid in marketing. Lists market reports available at local, regional, and national offices, including telephone numbers providing 24-hour information. Includes order form to obtain reports. 1976.

M-310. THE CLASSIFICATION OF COTTON. Describes administration of the cotton acts and regulations provided for the classing, standardization, and fiber testing of cotton. 1965.

FRUIT AND VEGETABLE PUBLICATIONS

AMS-563. FACTS ABOUT: FEDERAL MARKETING ORDERS FOR FRUITS AND VEGETABLES—IN BRIEF. Gives basic background information on Federal marketing orders for fruits and vegetables. 1976.*

C&MS-10. MEETING THE RAISIN STANDARDS. Standards for raisins, who sets them, and how raisins are inspected (graded) for quality. 1970.

MB-57. MARKETING FRESH CALIFORNIA PLUMS. Describes the various steps undertaken in the production and marketing of fresh California plums. 1975. *

MB-58. MARKETING CALIFORNIA RAISINS. Describes the movement of California raisins from vine to market. 1975.*

MB-59. HOW FRESH TOMATOES ARE MARKETED. Describes harvesting and marketing of fresh tomatoes from farm to retail store. 1976. *

MB-61. THE MARKET NEWS SERVICE ON FRUITS, VEGETABLES, ORNAMENTALS, AND SPECIALTY CROPS. Describes information available on supplies, demand and prices to help growers, wholesalers, and others make marketing decisions. Lists reports available, including commodities covered, at shipping points and terminals markets. Also lists telephone numbers for 24-hour information. 1977.

PA-655. EXPORT FRUIT ACTS—QUESTIONS AND ANSWERS. Outlines the current regulations established under the Export Apple and Pear Act and the Export Grape and Plum Act and how they apply to fruit shippers and carriers. 1977.

PA-794. THE FOOD RETAILER AND PACA. Describes the Perishable Agricultural Commodities Act, and how it affects the food retailer. 1974.

PA-804. THE PERISHABLE AGRICULTURAL COMMODITIES ACT—FAIR TRADING IN THE FRUIT AND VEGETABLE INDUSTRY. Describes protection afforded by this produce law, how it avoid marketing disputes, and how to use the "PACA" service of USDA. 1977.

PA-1021. THE FRUIT AND VEGETABLE GROWER AND PACA. (available in Spanish). Describes PACA, who must be licensed, rights of the grower under the Act, and how to file complaints. 1972.

PA-1021-S. EL CULTIVADOR DE FRUTAS Y HORTALIZAS Y EL DECRETO PACA. The Fruit and Vegetable Grower and PACA. 1973.

PA-1095. MARKETING AGREEMENTS AND ORDERS FOR FRUITS AND VEGETABLES. Gives basic information on development and operation of marketing agreements and orders. 1975.

PA-1096. PLAIN TALK ABOUT PACA. Answers questions about how to obtain a license, keep records, file complaints, prepare contracts, and get PACA counseling service to avoid disputes in buying and selling of produce. 1974.

The following fresh fruit and vegetable unloads reports are available from the Fruit and Vegetable Division. To obtain a copy, direct requests to the Fruit and Vegetable Division, Market News Branch, Room 2515-So., AMS, USDA, Washington, D.C. 20250.

FVUS-1. FRESH FRUIT AND VEGETABLE UNLOADS IN EASTERN CITIES BY COMMODITIES, STATES AND MONTHS. CALENDAR YEAR 1976. Issued annually. 1977.

FVUS-2. FRESH FRUIT AND VEGETABLE UNLOADS IN MIDWESTERN CITIES BY COMMODITIES, STATES AND MONTHS. CALENDAR YEAR 1976. Issued annually. 1977.

FVUS-3. FRESH FRUIT AND VEGETABLE UNLOADS IN SOUTHERN CITIES BY COMMODITIES, STATE AND MONTHS. CALENDAR YEAR 1976. Issued annually. 1977.

FVUS-4. FRESH FRUIT AND VEGETABLE UNLOADS IN WESTERN CITIES BY COMMODITIES, STATES AND MONTHS. CALENDAR YEAR 1976. Issued annually. 1977.

FVUS-5. FRESH FRUIT AND VEGETABLE UNLOADS TOTAL FOR 41 CITIES. CALENDAR YEAR 1976. Issued annually. 1977.

FVUS-6. FRESH FRUIT AND VEGETABLE SHIPMENTS BY STATES, COMMODITIES, COUNTIES, STATIONS. CALENDAR YEAR 1976. Issued annually. 1977.

PA-1191. PLANT VARIETY PROTECTION—HOW IT WORKS FOR YOU. Outlines the basic points of the Plant Variety Protection Act, which offers legal protection to developers of new varieties of plants that reproduce through seeds. 1977.

Unnumbered. SAMPLING SEED. . .OFFERED FOR IMPORTATION UNDER THE FEDERAL SEED ACT. A guide for U.S. customs inspectors, this booklet outlines procedures and regulations for sampling seed. 1977.

FVUS-7. FRESH FRUIT AND VEGETABLE SHIPMENT TOTALS BY COMMODITIES, STATES, MONTHS. CALENDAR YEAR 1976. Issued annually. 1977.

SB-603. FRESH FRUIT AND VEGETABLE PRICES, 1977. F.O.B.—LEADING POINTS. WHOLESALE—CHICAGO AND NEW YORK. Issued yearly. 1978.

GRAIN AND SEED PUBLICATIONS

AMS-552 GRAIN CROP QUALITY, 1975 CROPS. Presents tables showing grade and grade factor data from grain inspection lots. 1976.

AMS-555. WAREHOUSEMAN'S SAMPLE-LOT INSPECTION SERVICE, QUESTIONS AND ANSWERS. Explains procedure used by warehousemen to obtain grain samples for official inspection. 1973.

HG-169. HOW TO BUY LAWN SEED. Provides basic information to aid the consumer. 1969. *

HG-177. HOW TO BUY DRY BEANS, PEAS, AND LENTILS. (available in Spanish). Provides basic information to aid the consumer. 1970.*

MB-44. THE MARKET NEWS SERVICE ON GRAIN. Describes information available on supplies, demand, and prices to help farmers and others in the grain industry make trading decision. Lists commodities covered and type of information provided, as well as telephone numbers providing 24-hour information. 1976.

PA-917. TRUTH IN SEED LABELING. Explains how to read and understand a seed label. 1969.*

Unnumbered. FEDERAL GRAIN INSPECTION SERVICE. Explains purpose and duties of the Federal Grain Inspection Service. 1977.

PICTURE STORY 266. AND THE WHEAT GOES ON—. Illustrates how a Virginia coal-loading facility was converted to keep grain moving into export channels. 1973.

PICTURE STORY 305. CLOSER CHECK ON GRAIN. Illustrates tough, new procedures for grain inspection and weighing. 1977.

LIVESTOCK, MEAT, AND WOOL PUBLICATIONS

AMS-556. LIVESTOCK MARKETING HANDBOOK. Includes general livestock marketing information, costs at various dressing percentages, shrinkage conversion tables, description of USDA livestock market news reports, and listings of market news offices and instant market news phone numbers. 1973.

MB-10. PREPARING WOOL FOR MARKET—HOW TO INCREASE PROFITS. Explains and illustrates the correct, careful, and attractive methods of preparing wool for the market in order to help sell it at maximum prices. 1977.

MB-50. THE MARKET NEWS SERVICE ON LIVESTOCK, MEAT, AND WOOL. Describes information available on supplies, demand, and prices to help producers, packers, and others make marketing decision. Lists reports available, including commodities covered, at terminal and auction markets. Also lists telephone numbers providing 24-hour information. 1973.

MB-51. USDA GRADES FOR SLAUGHTER SWINE AND FEEDER PIGS. Describes development and application of grade standards. 1974.

MB-53. USDA GRADE STANDARDS FOR WOOL TOP. Describes the development of standards and how grades are determined for a partially processed wool product. Also includes definitions of terms. 1971.

MB-62. USDA GRADE STANDARDS FOR GREASE MOHAIR AND MOHAIR TOP. Details the standards for grading mohair, explains how to determine the correct grade by inspection or by measurement, and outlines measurement procedures, equipment, and sampling plans. 1977.

MRR-668. MEASURING WOOL BY STAPLE LENGTH RECORDER. A research report. 1964.

MRR-954. PHYSICAL PROPERTIES OF GREASE MOHAIR AND RELATED MILL PRODUCTS. SPRING AND FALL CLIPS. A research report summarizing available data in physical properties of grease mohair, card sliver, and top. 1972.

PA-923. LIVESTOCK PAYMENT. GUIDELINES FOR PRODUCERS. Offers guidelines for selling livestock to packers, dealers, and at public markets. 1969.

PA-986. ACCURATE WEIGHTS. GUIDELINES FOR WEIGHING LIVESTOCK. Gives livestock weighing procedures. 1975.

PA-1019. PACKERS AND STOCKYARDS ACT. FAIR PLAY IN THE MARKETPLACE. Describes provisions of the Packers and Stockyards Act. 1975.

Unnumbered. FACTS ABOUT: NEW PACKERS AND STOCKYARDS REGULATIONS AND THE PRODUCER. Describes new regulations issued under the Packers and Stockyards (P&S) Act. 1977.

The following publication can be obtained by writing to AMS, USDA, Rm. 2623-So., Washington, D.C. 20250.

Unnumbered. LIVESTOCK, MEAT, WOOL MARKET NEWS—DIAL-A-MARKET. A listing of automatic-answering phone numbers for recorded market news massages. 1976.

MILK AND DAIRY PRODUCTS PUBLICATIONS

AER-226. PRICES AND CONSUMPTION OF DAIRY PRODUCTS WITH PRICE SUPPORTS AND MILK ORDERS. A technical study that illustrates prices, price relationships, and price structures developed in response to two legislative acts, and also the reactions of consumers (measured by consumption). 1972.

AMS-553. PACKAGED FLUID MILK SALES IN FEDERAL MILK ORDER MARKETS BY SIZE AND TYPE OF CONTAINERS, AND DISTRIBUTION METHOD DURING NOVEMBER 1975. 1977.

AMS-554. POPULATION DATA FOR MILK MARKETING AREAS UNDER FEDERAL ORDERS. (Based on 1970 census). 1973.

AMS-559. QUESTIONS AND ANSWERS ON FEDERAL MILK MARKETING ORDERS. Explains what a Federal milk marketing order is, its objectives, and who administers it. Also defines terms used in an order, and gives names and addresses of marketing order administrators. 1977.

AMS-564. FACTS ABOUT: FEDERAL MARKETING ORDERS FOR MILK—IN BRIEF. Explains in simple language the background and procedures of federal milk marketing orders. 1977.*

AMS-565. SOURCES OF MILK FOR FEDERAL ORDER MARKETS BY STATE AND COUNTY. A statistical report issued yearly. 1976.

MB-27. THE FEDERAL MILK MARKETING ORDER PROGRAM. Describes the program, its development and background, how an order affects the handler and producer, and how an order is administered. 1968.

MB-63. THE MARKET NEWS SERVICE ON DAIRY PRODUCTS. Describes market information available to producers, handlers, and others to aid in marketing. States reports available, and includes telephone numbers providing 24-hour information. 1977.

SB-601. DAIRY MARKET STATISTICS 1977. ANNUAL SUMMARY. Issued yearly. Presents 29 tables of various market statistics on various dairy products including butter, cheese, nonfat dry milk, dry and evaporated milk, and fluid milk and cream. 1978.

SB-575. FEDERAL MILK ORDER MARKET STATISTICS ANNUAL SUMMARY FOR 1976. Issued yearly. Includes 49 statistical tables of information about milk orders. Tables set up by regions. 1977.

C&MS-81. VARIATION AMONG PRODUCERS IN VALUE OF MILK MARKETED IN FEDERAL MILK ORDER MARKETS. Presents a frequency distribution of milk producers and the order value of their deliveries according to selected dollar ranges. 1970.

POULTRY PUBLICATIONS

MB-60. THE MARKET NEWS SERVICE ON POULTRY AND EGGS. Describes information available on price, supply and demand, quality, and market conditions to help producers, wholesalers, and other make marketing decisions. Explains kinds of reports available, and includes telephone numbers providing 24-hour information. 1976.

SB-568. POULTRY MARKET STATISTICS 1976. ANNUAL SUMMARY. Issued yearly. Presents 60 tables of various market statistics on poultry, eggs, turkeys and rabbits. 1977.

TOBACCO PUBLICATIONS

AMS-573. FACTS ABOUT: FLUE-CURED TOBACCO GRADE STANDARDS. Provides basic information on grade standards and grade changes for tobacco. 1977.

MB-43. THE MARKET NEWS SERVICE ON TOBACCO AND NAVAL STORES. Describes market information available to growers, buyers, and others to aid in marketing. Gives kind of reports available, and includes telephone numbers providing 24-hour information. 1976.

M-867. TOBACCO IN THE UNITED STATES—PRODUCTION, MARKETING, MANUFACTURING, EXPORTS. A general history of tobacco. 1976.

SB-570. ANNUAL REPORT ON TOBACCO STATISTICS. 1976. Issued annually. Includes 36 tables covering leaf production, disappearance, price, and crop value, auction markets and related data; stocks of leaf tobacco; and manufactured products, tax rates, consumption, and revenue derived. 1977.

TRANSPORTATION AND WAREHOUSE PUBLICATIONS

PA-1038. FARMERS: "SPEAK UP" ABOUT TRANSPORTATION RATES! Explains how farmers and agricultural groups can get help in preparing evidence for negotiating equitable transportation rates or services. Explains who proposes changes in rates and charges, who sets them. 1973.

Unnumbered. WAREHOUSE RECEIPTS—THE PIECE OF PAPER THAT'S GOOD AS GRAIN. Gives brief facts about the U.S. Warehouse Act and its purpose. Explains value of the receipts to farmers, grain merchants, bankers, and others. 1974.

PERIODIC REPORTS

FOOD MARKETING ALERT.

A monthly guide to expected food supplies for volume buyers and communication media. Special supplementary issues call attention to foods in temporary over-supply. State your occupation and need for the information when requesting to be added to the mailing list. (See also AMS-567 under General heading).

MARKETING ORDER ACTIONS.

A weekly summary that briefly describes all actions under federal marketing orders for fruits, vegetables, and specialty crops for one week. (For background information on marketing orders, see AMS-563 under Fruit and Vegetable heading and AMS-564 under Milk and Dairy Products heading.)

OFFICIAL JOURNAL OF THE PLANT VARIETY PROTECTION OFFICE.

The journal, issued quarterly, provides general information on the Plant Variety Protection Act. Includes PVPO instructions, applications from plant breeders, and certificates of protection.

TOBACCO REPORTS.

Tobacco stock reports, issued quarterly, provide information on the supply and carryover of tobacco stocks held by manufacturers and dealers and under price support loans. These publications, in the "TOB" series, cover stocks of manufactured tobacco on hand as of January 1, April 1, July 1, and October 1 of each year.

Annual tobacco market reviews provide an annual summary of market prices, sales, and quality of major tobacco types. They are published for the following types:

Flue-cured tobacco, TOB-FL
Fire-cured and dark air-cured tobacco, TOB-FDA
Light air-cured tobacco
TOB-LA Type 31 (Burley)
TOB-LA Type 32 (Maryland)

To get on the mailing list for any of the tobacco publications, contact the Tobacco Division, AMS, USDA, Washington, D.C. 20250.

MILK ORDER STATISTICS.

Federal Milk Order market statistics provide monthly information on the marketing of milk under Federal milk orders, which as of October 1977, regulated the handling of milk in 47 marketing areas. About 65 percent of all milk marketed by U.S. farmers and over 80 percent of all milk sold for fluid use is priced under the orders. This publication reports minimum milk prices, number of producers delivering milk to regulated handlers, total deliveries and use made of the milk, and fluid milk product data. It also highlights major milk order actions taken during the month. To receive it regularly, write to the Dairy Division, AMS, USDA, Washington, D.C. 20250, stating your occupation and need for the information.

POSTERS

Unnumbered. FEEDER PIGS. Black & white, 8 x 10-1/2 inches. 1969.

Unnumbered. FEEDER STEERS (CALVES)—U.S. GRADES. Black & white, 21 x 38 and 8 x 10-1/2 inches. 1969.

Unnumbered. FEEDER STEERS—U.S. GRADES. Black & white, 21 x 38 and 8 x 10-1/2 inches. 1966.

Unnumbered. SLAUGHTER STEERS, QUALITY AND YIELD GRADES. Color, 21 x 38 inches. 1969.

Unnumbered. SLAUGHTER STEERS, U.S. GRADES (QUALITY). Black & white, 8 x 10-1/2 inches. 1969.

Unnumbered. SLAUGHTER STEERS, U.S. GRADES (YIELD). Black & white, 8 x 10-1/2 inches. 1969

Unnumbered. SLAUGHTER SWINE. Black & white, 8 x 10-1/2 inches. 1969.

Unnumbered. SLAUGHTER SWINE AND FEEDER PIGS, U.S. GRADES. Color, 21 x 38 inches. 1970.

SLIDE SETS

Slide sets are for sale from Photography Division, Office of Governmental and Public Affairs, U.S. Department of Agriculture, Washington, D.C. 20250. Narrative guides for lecture notes accompany each.

A-54. U.S. GRADES FOR SLAUGHTER STEERS. 20 frames. Slide set $13. Illustrates U.S. quality and yield grades for slaughter steers. 1978.

A-49. USDA'S SWINE AND PORK GRADES. 25 frames. Slide set $13. Illustrates the application of the U.S. standards for grades of pork carcasses, slaughter barrows and gilts, and feeder pigs. 1970.

EXHIBITS

Some portable exhibits on such topics as market news are available for loan. Information about these may be obtained by writing or telephoning the AMS Regional Information Office covering your State (see page 1).

Supercedes AMS-571
Information Available from
USDA'S Agricultural Marketing Service
May 1978